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| **Summary** | *I combine a* ***technical profile*** *with a deep understanding of the* ***market*** *and the* ***business dynamics.*** *I have consolidated the experience gained in* ***multinational******environments*** *and in mid- to* ***less-structured firms*** *which, together with a vivid* ***entrepreneurial spirit****, lead me to be successful in the relationships with* ***Customers*** *and with the company* ***Stakeholders****. I will take the challenge of new assignments as an* ***opportunity*** *to grow the* ***Company know-how*** *and to contribute to* ***Customers’ success*** |
| **Work**  **Experiences**  **Work**  **Experiences**  *(cont’d)* | 2016 - Today **LAMINA** **SpA** (Steel and Titanium Mill)  **Strategic Consultant**  Review of the company strategic plan for the period 2017-2021. Support to the CEO to define a new and wider product portfolio with a grater focus on Services.  Evaluation of the future needs in terms of Assets, Skills, Organization and Financials. Definition of the Transition Project milestones, KPIs, critical paths, risks and what-if scenarios.  2009 - 2016 **NEXIVE SpA - TNT Group** (Logistics, Production, Digital Services)  **Operation Manager & Project Manager**  Responsible for the Operations in the Production Plant (Printing, Inserting & Dispatching) and to carry out several projects responding to the Director of the Business Unit of Production and Digital Services:   * Yearly review of the shop-floor Operations and the Supply Chain to improve the P&L of the business unit and meet the quarter financial targets, by leveraging on processes, technology, organization and business partner relationships; definition of objectives, timelines and specific KPIs; * Project manager for the Implementation of the production module of an ERP solution integrated with the company CRM (Salesforce) and with SAP Finance module, from contract definition to partner selection, solution implementation, testing and roll out; * Implementation of a proprietary Track&Trace solution to allow the Customers to keep their database aligned in real time by means of GSM portable devices which would read, store and manage GPS coordinates; * Responsible for the Business Continuity Plan definition, document draft and final approval by the mother company in The Netherlands, including Risk evaluation and mitigation solutions to be put in place; * Scouting the market for the latest technologies and in charge of investments for several M€ for the industrial plant (full-color printing systems, enveloping and inserting machines, quality control system): business case definition, technical specification review, supplier selection, contract draft and negotiation, personnel training, asset installation and start-up; * Pre-sales and sales support for technical and economic offer definition, including process design, partner/supplier scouting and contracting; responsible for the overall profitability; * Providing support to the tender dept. for top tenders: interpretation of tender documentation, request for clarifications, definition of required processes, submission of technical bid and business case; * Responsible for start-up activities with Customers for complex projects: interface and coordinator between Customers, internal departments (Sales, Planning, IT, Back-office, Production) and External Business Partners.   2007 – 2009 **SESSA MARINE** (Manufacturer of Luxury Motor Yachts)  **Responsible for key internal projects, responding to the CEO**   * Re-design of the Quality Control processes of semi-finite and finite products, and implementation of a custom web-based software; * Re-design of after-sales processes with Dealers and implementation of a new dedicated area of the website dedicated to the customer relationship management (CRM).   2001 – 2007 **Tellermate Plc** (Manufacturer of electronic cash management systems)  **Business Development Manager: development of direct and indirect channels in Italy and Turkey**   * Successfully completed the market study and estimate of potential market; competition mapping and analysis, on-field interviews with potential end-users; * Definition with HQ of the business model, contractual aspects and strategy to enter the new markets with main focus on Italy (direct and indirect channels) and Turkey (indirect channel) ; * Outperformed planned objectives in terms of: organization of local and national campaigns, participation to tradeshows, definition of marketing material including the website Italian section, definition of commercial strategy and promotional initiatives; * Exceeded sales targets by channel (direct / indirect) every year: market scouting and selection of commercial partners for specific market sectors including award of distribution contracts, sales support and contract management; direct sales to key accounts including on-site installation and training, after sales support.   1996 - 1999 **Saipem Spa** (Main contractor in the Oil & Gas Industry)  **Lead Engineer, Procurement - Milan**   * Responsible for selection of tender list, compiling and issuing subcontracts packages, appraisal of quotes, final negotiation and subcontract award. Key user for SAP R/3 implementation; * Carried out the procurement of supply engineering services, hiring of vessels, and asset maintenance.   **Lead Project Engineer, Operations – London UK**   * Managed a 40-people team on a vessel upgrading project (USD 3.5 million) in Rotterdam (Schiedam) base; * Successful contribution to several international projects in London, Scotland, Norway and Holland. |
| **Education** | 2000 **SDA Bocconi School of Management - Milan Italy**  **Master of Business Administration** (MBA) International (English) section  1996 **Politecnico di Milano - Milan Italy**  5-year Degree in **Mechanical Engineering** (chartered engineer) |
| **Languages** | Italian: mother tongue English: very fluent written and oral French: colloquial Spanish: basic |
| **Other infos** | Advanced user of MS Office programs, Project, Visio, Salesforce;  Activity of researcher during the carry out of the graduation Master thesis: “Wind tunnel testing of the aerodynamic stability of a suspension bridge during the construction phase” at the Danish Maritime Institute in Copenhagen (DK);  Publication: “The aerodynamic stability of a suspension bridge during construction", Copenhagen, June 1996;  Coursework: Project management, Legal contractual and insurance aspects of large construction projects, Team game, Off-shore survival course;  AutoCAD designer of injection moulds for plastic materials during university;  Ambulance volunteer and head of a 10 member team during university;  Skipper and sailing instructor, Atlantic crossing (ARC 1994) and several international regattas, skiing, tennis;  Enjoy to travel in Europe and overseas: US, South and Central America, Middle East, Far East (Thailand, Polynesia, China). |